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ABSTRACT

This guide is a compilation of information from both governmental and private sources on funding opportunities available to local governments, small businesses, organizations, associations, groups, and individuals. The directories, catalogs, guides, newsletters, annual reports, computer database services, and other resources cited in this directory cover available grants and funding, information on the grantseeking process, analyses of grantmaking programs, tips for proposal writing and presentation development, and bibliographies of additional resources. This guide also includes an overview of the funding process including an explanation of public funding, private funding, steps in the funding process, and getting started. (PVD)

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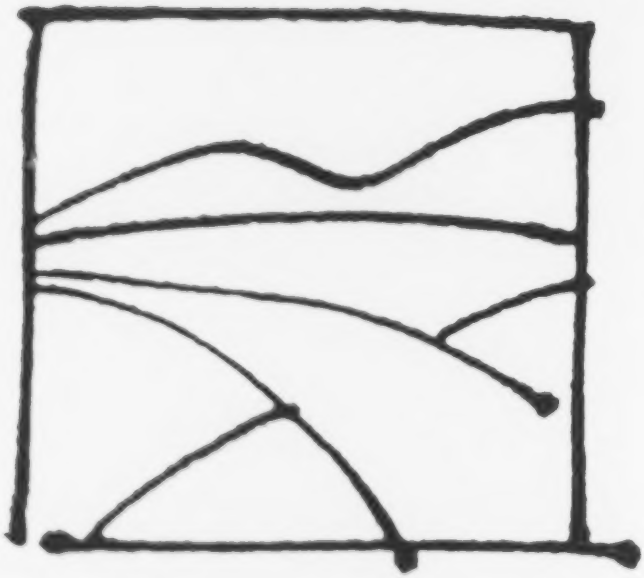

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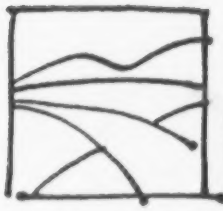
RICPS, No. 56

A Guide to Funding Resources

Compiled by Katherine St. John
Rural Information Center

Rural Information Center Publications Series, No. 56
Revised Edition



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The **Rural Information Center** (RIC) is a joint project of the USDA Cooperative State Research, Education & Extension Service and the National Agricultural Library (NAL). RIC provides information and referral services to local government officials, community organizations, health professionals and organizations, cooperatives, libraries, businesses, and rural citizens working to maintain the vitality of America's rural areas. The Center combines the technical, subject-matter expertise of Extension's nationwide educational network with the information specialists and resources of the world's foremost agricultural library.

The Office of Rural Health Policy in the Department of Health and Human Services (DHHS) and the NAL jointly created a Rural Information Center Health Service (RICHS) as part of the RIC. RICHS collects and disseminates information on rural health issues, research findings related to rural health, and innovative approaches to the delivery of rural health care services.

SERVICES:

Provide customized information products to specific inquiries including assistance in economic revitalization issues; local government planning projects; rural health issues; funding sources; and other related issues for the purpose of monitoring the quality of rural life.

Process a broad array of general and funding information requests on such topics as:

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- Technology transfer to rural areas
- Closures, restructuring and diversification of rural hospital and clinics
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INTERNET:	
Website	http://www.nal.usda.gov/ric/
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This publication contains material that is considered accurate, readable, and available. The opinions express in this publication do not necessarily reflect the views of the United States Department of Agriculture. Inclusion of publications, software, and databases in this publication does not imply product endorsement.

INTRODUCTION

A Guide to Funding Resources is a compilation of information from both governmental and private sources on funding opportunities available to local governments, small businesses, organizations, associations, groups, and individuals. The directories, catalogs, guides, newsletters, annual reports, computer database services, and other resources cited in this directory cover available grants and funding, information on the grantseeking process, analyses of grantmaking programs, tips for proposal writing and presentation development, and bibliographies of additional resources. This guide is not intended to be comprehensive.

National Agricultural Library (NAL) call numbers are provided for items that are owned by NAL and those that may be borrowed from the library through interlibrary loan. For this service, refer to the *Document Delivery Services to Individuals* lending policy in this document for information on obtaining those documents. For other documents, contact the appropriate publisher or company, or check with your local public or university library (see *Address Index*) for publisher listing.

THE FUNDING PROCESS: An Overview

The process of grantsmanship covers a broad scope of activities including preliminary planning and research, proposal development, and proposal follow-up. Through this process, two questions are commonly asked by grantseekers, "Where is the money available?" and "How do I get it?" The following discussion addresses these questions and provides useful information for grantseekers in search of funding dollars.

Where Does the Money Come From?

The two primary sources of grant money are public and private funds. Public funds are obtained from governmental units, such as federal, state, and local agencies. Private funds, on the other hand, come from organizations involved in charitable giving, such as foundations, direct giving programs, voluntary agencies, and community groups.

Public Funding

The federal government administers several types of grants designed to accomplish different purposes, such as conducting scientific research, demonstrating a particular theory, or delivering services to a specific population. Examples of these grants include:

- **research grants** ⇨ to support investigations aimed at the discovery of facts, revision of accepted theories, or application of new or revised theories;
- **demonstration grants** ⇨ to demonstrate or establish the feasibility of a particular theory or approach;
- **project grants** ⇨ to support individual projects in accordance with legislation that gives the funding agency discretion in selecting the project, grantees, and amount of award;
- **block grants** ⇨ to provide states with funding for a particular purpose; and
- **formula grants** ⇨ to provide funding to specified grantees on the basis of a specific formula, using indicators such as per capita income, mortality, or morbidity rates, outlined in legislation or regulations.

In addition to federal funding, state and local agencies also administer grants. Monies used to support these programs are obtained primarily through state and local tax revenues and funds received from the federal government (e.g., block and formula grants).

Private Funding

Private funding can be obtained from a variety of sources, such as foundations, corporations, voluntary agencies and community groups. For the most part, philanthropic organizations fund programs which either address their individual interests (e.g., farm safety) or benefit a particular group (e.g., company employees and their dependents). Examples of major types of philanthropic organizations include:

- **private foundations** ⇨ foundations which receive income from an individual, family or group of individuals. The funding priorities of private foundations are usually based on the personal philosophies of the founding members.

- **corporate foundations** ⇨ foundations which receive contributions from a profit-making entity, such as a corporation.

- **community foundations** ⇨ foundations involved in grant giving within a specific community or region.

- **direct giving programs** ⇨ philanthropic arms of corporations which donate goods and services for charitable causes.

- **voluntary agencies** ⇨ private organizations which support charitable programs that are consistent with their overall mission. The American Red Cross, for example, provides printed materials and staff consultation for health projects in various communities.

- **community groups** ⇨ local organizations which focus on supporting projects within their communities. Examples of these organizations include churches, Junior Leagues, and civic organizations.

How Can I Obtain Funding?

Regardless of the type of funding desired, the grantsmanship process involves three distinct phases: preliminary planning and research, effective proposal writing, and proposal follow-up. To complete these phases successfully, the grantseeker should consider the steps on the following page.

STEPS IN THE FUNDING PROCESS	
Steps	**Questions to Consider**
Step 1: Identify a Need	- What is the problem? - How does my plan address the problem?
Step 2: Identify Funding Sources	- Who should I approach for funding? - How do I obtain information about potential funders?
Step 3: Develop Proposal	- What are the goals and objectives of the program? - How will the program be carried out? - How will I budget the program? - What type of proposal format should be used? (e.g., forms or letters)?
Step 4: Submit Proposal	- Am I consistent with the funder's application deadlines? - Am I sending the proposal to the appropriate contact?
Step 5: Follow-up	- Was the proposal accepted? - If not, why? - Should I submit a revised proposal?

Although not exhaustive, these steps provide a general "game plan" for individuals embarking on a grant search. By following these guidelines, grantseekers can prepare a more effective funding strategy and increase their overall chances for success.

How Do I Get Started?

Perhaps the hardest part of the grantsmanship process is getting started! With this in mind, the following checklist has been developed to help grantseekers get off on the right track.

❑ **Become Familiar with the Grantsmanship Process!**

- ✓ If you are a first time grantseeker, you may wish to attend a grant writing workshop or team up with an experienced fundraiser. In addition, you may also wish to hire a professional consultant for proposal guidance and development.

- ✓ Check your local library! Several libraries have sections related to grantsmanship and funding resources. If your local library does not have a copy of a book or periodical mentioned in this publication, they should be able to obtain a copy through interlibrary loan.

❑ **Check the Funding Sources in Your Own Back Yard!**

- ✓ Oftentimes grantseekers approach the larger, national foundations for projects which may be more attractive to local, community funders. Remember, national funders support projects which have a broad impact, while smaller funders support those which effect their own community. Be sure to consider this when beginning your search.

- ✓ Contact associations and members of organizations that are related to your field of interest. They might be able to offer suggestions for the best place to begin your funding search. Publications such as *The Encyclopedia of Associations* are helpful when trying to locate an appropriate group.

❑ **Pursue Several Potential Funders!**

- ✓ Be sure to identify several potential funders when conducting your search. The odds of a successful search are greater when you approach a variety of funders.

- ✓ Maintain a journal of what organizations you have contacted and when. Each grant program will probably have a different set of deadlines, so it is helpful to have a master list.

❑ **Check In With Us!**

- ✓ The staff of the Rural Information Center may be able to direct you to a potential funding source or to clarify the information in this publication. Searches done by the staff often yield federal funding programs, as well as the names of corporations, foundations, and associations related to the topic.

FUNDING DIRECTORIES

1

America's New Foundations. Washington, DC: Taft Group.

America's New Foundations, updated annually, provides details on private, corporate, and community foundations created since 1987. A listing of grants is included.

2

Annual Register of Grant Support: A Directory of Funding Sources. New Providence, NJ: R.R. Bowker.

Updated annually, the *Annual Register* lists thousands of United States and foreign grant sources. It includes foundations, corporate giving programs, federal agencies, education associations, professional associations, church organizations, and social-service agencies. Organized by eleven major categories, the register includes contact information; type and amount of each grant; application instructions and deadlines; and eligibility requirements.

3

The Big Book of Library Grant Money, 1996-1997. Chicago, IL: American Library Association, 1996. 1, 436 p.

Co-published by the American Library Association and the Taft Group, this resource gathers all of the library-specific funding programs from the broader, more expensive funding directories.

4

The Big Book of Museum Grant Money. Washington, DC: American Association of Museums, 1996. 1, 896 p.

Co-published by the American Association of Museums and the Taft Group, this resource profiles 3,000 private sector funders that have contributed to museum programs.

5

Business Capital Sources. Merrick, NY: International Wealth Success, Inc, 1995. 191 p.

This sourcebook lists more than 1,500 types of lenders including venture capital firms.

6

Catalog of Federal Domestic Assistance. Washington, DC: Executive Office of the President, Office of Management and Budget, and U.S. General Services Administration.

The entire publication is updated annually, and a six month update is issued. The catalog provides extensive coverage of all federal domestic programs and includes listings of federal agencies by department. It is available from the U.S. Government Printing Office, Superintendent of Documents. An online version is available through the Federal Assistance Programs Retrieval System (FAPRS). (For information on FAPRS, see the *Resources* section)

7
Characteristics of Federal Grant-in-aid Programs to State and Local Governments: Grants Funded. Washington, DC: Advisory Commission on Intergovernmental Relations.

This biannual report on the federal grant-in-aid system describes changes during the past 25 years in the types and number of grants awarded as well as the amount of funds awarded.

8
The Complete Grant Sourcebook for Higher Education. David Bauer, editor. Phoenix, AZ: Oryx Press, 1996. 352 p.

This reference book provides information about over 250 foundations and government agencies that contribute regularly to higher education. The book was prepared with the grantseeking needs of higher education faculty and administrators in mind.

9
Corporate 500. The Directory of Corporate Philanthropy. San Francisco, CA: Public Management Institute.

The *Corporate 500*, updated annually, profiles the funding programs of 554 American corporations. Updates are issued on a quarterly basis. This publication also may be accessed and searched online on a subscription basis.

10
Corporate and Foundation Grants. Rockville, MD: Taft Group.

This annually updated set includes two volumes. Volume one, Grants by Category lists more than 95,000 grants by geographic location and eight subject areas. Entries include grant category, recipient and location, grant amount, grant description, and the name of the corporation or foundation awarding the grant. Volume two, Guide to Funding Organizations and Indexes lists more than 5,500 foundation and corporate grant makers.

11
Corporate Foundation Profiles. New York, NY: Foundation Center.

This annual supplement to the *National Directory of Corporate Giving* contains data on nearly 235 grant makers who give at least $1.25 million annually.

12
Corporate Giving Directory. Washington, DC: The Taft Group.

The Corporate Giving Directory, updated annually, offers comprehensive profiles of the 1,000 largest corporate foundations and corporate charitable giving programs. Customized versions are available on diskette and magnetic tape.

13
Corporate Giving Yellow Pages: Guide to Corporate Giving Contacts. Rockville, MD: Taft Group.

The *Corporate Giving Yellow Pages* provides contact information for well 3,800 leading corporate giving programs and foundations in the United States.

14
Directory of Aging Resources. Silver Spring, MD: Business Publishers.

This annual directory lists more than 3,000 organizations, government agencies, corporations, colleges and universities, foundations, and other groups that provide programs, services, or other resources for the elderly.

15
Directory of Biomedical and Health Care Grants. Phoenix, AZ: Oryx Press.

This annual directory includes data on thousands of federal, state, and private grants for medical care, research, public health, and other health programs.

16
Directory of Building and Equipment Grants. Richard M. Eckstein. Loxahatchee, FL: Research Grant Guides.

This directory includes over 5,000 funding entries covering grants for building, equipment, and renovation.

17
Directory of Computer and High Technology Grants. Loxahatchee, FL: Research Grant Guides.

Over 500 foundations that provide funding for computers and technological equipment are profiled.

18
The Directory of Corporate and Foundation Givers. Rockville, MD: Taft Group.

The Directory of Corporate and Foundation Givers, updated annually, profiles over 4,100 private foundations that have assets of at least $1.8 million or that distribute at least $250,000 annually in grants, describes 3,900 corporate giving programs, and gives details on nearly 50,000 actual grants. Customized versions are available on diskette and magnetic tape.

19
Directory of Federal & State Business Assistance. Prepared by the Center for Utilization of Federal Technology, National Technical Information Service, U.S. Department of Commerce. Springfield, VA: The Center.

This biennial directory provides information on assistance available to small and new business enterprises.

20
Directory of Financial Aids for Minorities. San Carlos, CA: Reference Service Press.

This biennial directory describes more than 2,000 scholarships, fellowships, grants, awards, loans, and internships for minorities. It includes state sources of educational benefit and financial aid reference sources. Indexed by program title, sponsoring organization, geographic area, subject, and deadline date.

21
Directory of Financial Aids For Women. San Carlos, CA: Reference Service Press.

This biennial directory identifies more than 1,700 references to fellowships, awards,

grants, internships, loans, and scholarships for women.

22
Directory of Grants for Organizations Serving People with Disabilities. Loxahatchee, FL: Research Grants Guide, 1995. 216 p.

Formerly known as the *Handicapped Funding Directory*, this book contains information about 847 foundations and has 2,700 grant entries. The book is also indexed by subject, with 17 different categories.

23
Directory of Grants in the Humanities, 1995-96. 9th ed. Phoenix, AZ: Oryx Press, 1995. 687 p.

This directory contains almost 4,000 entries with information on private, government, and corporate grants available for projects in the arts and humanities. There is also a guide to proposal planning and writing.

24
Directory of Health Grants. Loxahatchee, FL: Research Grant Guides, 1996. 148 p.

This publication includes three articles about grant strategies and 3,200 grant entries. The sources are arranged by state and there is a subject index with fourteen different categories.

25
Directory of Operating Grants. Loxahatchee, FL: Research Grant Guides.

The annually updated *Directory of Operating Grants* profiles more than 640 foundations and includes 4,000 funding entries. Each profile includes the foundation address and areas of interest. Geographic restrictions, grant amount, contact information, and lists of recent organizations funded are included when available. The index includes these categories: AIDS, animal welfare, community funds, culture, disabled, education, elderly, environment, health, hospitals, minorities, recreation, religion, social welfare, universities, women, and youth.

26
Directory of Research Grants. Phoenix, AZ: Oryx Press.

This directory features programs that offer non-repayable research funding for projects in medicine, the physical and social sciences, the humanities and the arts.

27
Directory of Social Service Grants. Loxahatchee, FL: Research Grant Guides.

This reference book profiles more than 900 foundations that offer grants to disadvantaged groups and special populations. Examples of subject categories include child welfare, the disabled, the elderly, family services, food banks, substance abuse, and women.

28
Directory of Special Programs for Minority Group Members. Fairfax, VA: The Falmouth Institute, 1995.

This directory describes various programs

that offer aid to Native Americans and other minority groups. Information is provided about programs for education, job training and employment services, loans, and useful publications.

29
The Distance Learning Funding Sourcebook: A Guide to Foundation, Corporate, and Government Support of Telecommunications and the New Media. Arlene Krebs, editor. Dubuque, IA: Kendall/Hunt Publishing, 1996. 384 p.

This publication provides information about foundations, federal government programs, regional and local telephone companies, corporations, and contacts in the cable television industry.

30
The Education Grantseeker's Guide to Foundation and Corporate Funding. Jacqueline Ferguson, editor. Alexandria, VA: Capitol Publications, 1995. 223 p.

This guide gives advice related to the best was to locate and contact foundations and corporations that have a history of giving to educational programs.

31
Expert Express Aid Finder. St. Louis, MO: Professional Knowledge Systems.

This detailed annual guide to federal and private assistance programs for housing, and small business and community development is indexed by both agency and grant purpose.

32
Exporter's Guide to Federal Resources for Small Business. 3d rev. ed. Washington, DC: Interagency Task Force on Trade, U.S. Small Business Administration; distributed by the Government Printing Office. NAL Call No.: HF1455.E935.

The *Exporter's Guide* provides information on federal and private resources such as contacts, publications, and programs for small businesses in international trade.

33
Federal Funding Sources for Rural Areas. M. L. Reynnells. *Rural Information Center Publications Series.* Beltsville, MD: The National Agricultural Library, Rural Information Center.

This annually updated publication describes federal funding programs available to rural areas. The programs described are selected from the *Catalog of Federal Domestic Assistance.*

34
Federal Support for Nonprofits. Washington, DC: Taft Group, 1996. 986 p.

This guide provides information on Federal funding programs, listing over 13,000 program. It provides current information on programs, descriptions, contact information and more.

35
Financial Aid for the Disabled and Their Families. San Carlos, CA: Reference Service Press.

This biennial reference describes more than 750 scholarships, fellowships, loans, grants, awards, and internships set aside specifically for the disabled and their family.

36
Financing Manufacturing Efficiency and Growth: A Manufacturer's Guide to State and Federal Resources. Washington, DC: Northeast-Midwest Institute, 1996. 334 p.

This guide describes some of the leading federal programs from departments such as the Small Business Administration, Agriculture, Labor, Housing and Urban Development, and Commerce. It also profiles nearly 100 state initiatives that aid plant managers and business owners.

37
The Fitzroy Dearborn Directory of Venture Capital Funds. Austin, TX: Reference Press, 1995. 500 p.

This publication provides information about more than 500 venture funds. The description of each fund includes how to contact the organization, investment criteria, and current investments of the group.

38
Foundation 1000. New York, NY: Foundation Center.

This annually updated 2,000+ page guide profiles the top 1,000 grant makers listed in *The Foundation Directory*. It also includes extensive lists of grants the donors have made in the past.

39
The Foundation Center's User-friendly Guide: A Grantseeker's Guide to Resources. Sarah Collins and Charlotte Dion, eds. 4th ed. New York, NY: Foundation Center, 1996. 40 p.

This booklet for the novice grantseeker explains how to use the Foundation Center's services. The booklet explains terminology used in grantmaking and discusses research guides and other useful fundraising publications.

40
The Foundation Directory. New York, NY: The Foundation Center.

The Foundation Directory provides information, arranged by state, on over 8,000 U.S. grantmaking foundations that hold assets of at least $2 million or that award grants totaling $200,000 or more annually. Information is included for more than 200 specific subject areas.

41
Foundation Directory Part 2: A Guide to Grant Programs $50,000-$200,000. New York, NY: The Foundation Center.

The Foundation Directory, Part 2, annually updated, provides information, arranged by state, on U.S. grantmaking foundations that award grants totaling $50,000 to $200,000 annually. Information is included for more than 200 specific subject areas.

42
The Foundation Directory Supplement.

Compiled by the Foundation Center. New York, NY: Foundation Center.

Supplements the *Foundation Directory* and the *Foundation Directory, Part 2* six months after the initial publication.

43

Foundation Giving: Yearbook of Facts and Figures on Private, Corporate, and Community Foundations. New York, NY: Foundation Center.

Foundation Giving presents an overview of recent trends in grantmaking and summarizes the history of the growth in foundation giving. More than 100 tables and figures are included.

44

Foundation Grants Index. New York, NY: Foundation Center.

This annual index provides comprehensive coverage of 72,000 grants of at least $10,000 awarded by more than 1,000 foundations, as well as trends in giving.

45

Foundation Grants to Individuals. New York, NY: The Foundation Center.

This biennial publication covers more than 1,200 independent and corporate foundations that annually award grants to individuals.

46

Foundation Reporter: Comprehensive Profiles and Giving Analyses of America's Major Private Foundations. Detroit, MI: Taft Group.

The *Foundation Reporter* is a listing of comprehensive profiles and analyses of America's major private foundations. It covers more than 600 leading foundations in the United States that have assets of at least $10 million or that annually give a minimum of $500,000. It is indexed by state, and by type and location of grant recipient. Customized versions are available on diskette and magnetic tape.

47

Fund Raiser's Guide to Human Service Funding. Washington, DC: Taft Group.

This annual directory profiles more than 1,850 leading private and corporate foundations that provide support for human service organizations. It cites potential funding sources for programs for the elderly, homeless, disabled, children, family, and for other human service programs.

48

Fund Raiser's Guide to Religious Philanthropy. Washington, DC: Taft Group.

This annual directory describes over 500 corporate and private philanthropies who have recently awarded grants for religious causes. It also provides brief biographical information about the foundation officers, directors, and trustees.

49

Government Assistance Almanac. Detroit, MI: Omnigraphics, Inc.

This annual publication is a guide to more than 12,000 federal financial and other domestic programs and includes coverage of grants, loans, fellowships, and scholarships. Each program's purpose, type and amount of benefits available, eligibility requirements, application procedures, and contact information is provided.

50
The Grants Register 1995-1997. Lisa Williams, ed. Blasingstoke, NY: Macmillian, 1994. 786 p.

The Grants Register describes assistance available, from government agencies and organizations, for professional or advanced vocational training and for students above the graduate level. Scholarships, fellowships, research grants, grants-in-aid, artistic or scientific project grants, professional awards, and vocational awards are included.

51
Guide to Federal Funding for Education. Arlington, VA: Educational Funding Research Council, 1995. 2 vol.

This guide set includes information on funds available to State education agencies, school districts, colleges, and community groups. Each entry includes the program's purpose and goals, application procedures and deadlines, program restrictions, information about previous grant recipients, and contact information. Updates are issued monthly.

52
Guide to Federal Funding for Governments and Nonprofits. Arlington, VA: Government Information Services.

This annual guide describes federal funding sources available to governments and to nonprofits. Monthly updates are issued for program changes.

53
Guide to Federal Funding for Hospitals and Health Centers. Arlington, VA: Government Information Services.

This guide describes federal funding resources available to hospitals or health care centers.

54
Guide to Federal Funding for Housing and Homeless Programs. Arlington, VA: Government Information Services.

This guide describes federal funding resources available for housing or homeless programs.

55
Guide to the National Endowment for the Arts. Washington, DC: National Endowment for the Arts, Nancy Hanks Center.

This biennial guide describes the overall purpose of each of the Endowment's programs and outlines the types of support available in each of their funding categories.

56
Guide to State and Federal Resources for Economic Development. Washington, DC:

Northeast Midwest Institute, Center for Regional Policy.

This triennial publication covers federal and state aid to community development.

57
Guide to U.S. Foundations, Their Trustees, Officers, and Donors. C. Edward Murphy, editor. 2 vol. New York, NY: Foundation Center, 1996.

This guide continues the *National Data Book of Foundations: A Comprehensive Guide to Grantmaking Foundations*. It lists, by state, basic information for more than 38,500 active U.S. grantmaking foundations. A bibliography on state and local foundation directories is included.

58
Libraries and Information Services Grant Guide. New York, NY: The Foundation Center, 1995. 118 p.

This guide describes foundation grants of at least $10,000 awarded for library or other information services.

59
Major Donors. Rockville, MD: The Taft Group.

This book profiles individual donors who have contributed to both charities and nonprofits. Citations include donor's and recipient's names, recipient's city and state, amount of donation, and a description of the type of support (for example, endowment).

60
National Directory of Corporate Giving. Carlotta R. Mills, ed. New York, NY: Foundation Center, 1995. 1,092 p.

This directory provides information on 1,950 company-sponsored foundations and more than 650 direct corporate giving programs. The directory also provides background information about the companies.

61
National Directory of Grantmaking Public Charities. New York, NY: Foundation Center, 1995. 301 p.

This directory of more than 800 philanthropic groups provides information such as the fiscal status, giving interests, and chapter locations of the groups.

62
National Directory of Grants and Aid to Individuals in the Arts, International. 8th ed. Des Moines, IA: Allied Business Consultants, 1993. 280 p.

This directory includes listings of most grants, prizes, and awards for professional work in the United States and abroad, and information about universities and schools offering special aid to students.

63
National Directory of Nonprofit Organizations. Washington, DC: Taft Group. 2 v.

Updated annually, the *National Directory of Nonprofit Organizations* provides contact

information and annual incomes for more than 240,000 organizations. The directory is indexed by geographic location and by the type of activities each organization supports. Volume 1 is limited to companies with annual revenues of more than $100,000. Volume 2 is limited to companies with annual revenues between $25,000 and $99,000.

64
National Guide to Funding in Arts and Culture. New York, NY: The Foundation Center.

This guide, updated annually, includes descriptions of more than 4,500 foundations and corporations that support arts and culture; advice on researching foundations and grantseeking from corporations; a Funding in the Arts and Culture Bibliography; and a Bibliography of State and Local Foundation Directories.

65
National Guide to Funding for Children, Youth, and Families. 3d ed. New York, NY: Foundation Center, 1995. 1,095 p.

This funding guide includes data on foundations and corporate direct giving programs that award grants for programs designed to benefit children, youth, or families.

66
National Guide to Funding for Community Development. 1st ed. New York, NY: Foundation Center, 1996. 416 p.

Profiling more than 3,000 programs, this directory focuses on grantmakers that have contributed to economic development projects. Examples include housing construction and rehabilitation, community groups, and employment and vocational training programs.

67
National Guide to Funding for Elementary and Secondary Education. New York, NY: Foundation Center.

This annually updated funding guide profiles foundation support for elementary and secondary education projects.

68
National Guide to Funding for the Environment and Animal Welfare. New York, NY: Foundation Center.

This guide, updated annually, provides information on over 1,600 foundation support for those working on projects that involve the environment or animal welfare.

69
National Guide to Funding for Libraries and Information Services. 3d ed. Stan Olson, Ruth Kovacs, and Suzanne Haile, eds. New York, NY: Foundation Center, 1995. 234 p.

This guide lists approximately 600 funding sources for libraries and information services.

70
National Guide to Funding for Women and Girls. 3d ed. New York, NY: Foundation Center, 1995. 376 p.

This guide profiles foundations and corporate giving programs that award grants to programs designed to benefit women and girls. Funding is available for education programs, health clinics, shelters for abused or homeless women, girls' clubs, employment programs, and in other subject areas.

71
National Guide to Funding in Aging. 4th ed. New York, NY: Foundation Center, 1994. 454 p.

This guide covers funding programs of state and federal agencies, foundations, and nonprofit organizations that support programs for the elderly.

72
National Guide to Funding in Health. New York, NY: Foundation Center.

This annually updated guide provides information on 3,300 foundations and corporate giving programs that have previously awarded grants for health-related programs and projects.

73
National Guide to Funding in Higher Education. 4th ed. New York, NY: Foundation Center, 1996. 1,248 p.

This guide covers more than 4,500 foundations and corporate programs that have previously awarded grants for higher-education projects and institutions.

74
National Guide to Funding in Religion. 3d ed. New York, NY: Foundation Center, 1995. 865 p.

This directory includes information on more than 4,200 corporate giving programs and foundations that provide funding for programs sponsored by organizations affiliated with religion. Contact information, application requirements and deadlines, and descriptions of recently-awarded funds are included.

75
National Guide to Funding in Substance Abuse. New York, NY: Foundation Center, 1995.

This guide profiles more than 600 groups that make contributions to programs involved with the fight against substance abuse. Examples of programs include counseling, preventative education, medical research, and treatment for alcohol and drug abuse, as well as addiction to smoking.

76
NSF (National Science Foundation) Grant Policy Manual. Available by subscription from the Superintendent of Documents, P.O. Box 371954, Pittsburgh, PA 15250-7954.

The loose-leaf manual contains basic NSF grant procedures and policies. Supplemental material is provided as it becomes available.

77
Rural Health Services Funding: A Resource Guide. Sarah R. Towner. Rural Information Center Publication Series, No. 41. Beltsville, MD: The National Agricultural

Library, Rural Information Center, 1995. 62 p.

This guide and bibliography includes information about federal, state, and private sources of funding for rural health programs.

78
Who's Wealthy in America. Washington, DC: Taft Group.

This two volume, annually updated work has more than 101,000 listings for some of America's wealthiest and most philanthropic families. Stock holding and political contribution information is also included. There are four indexes aid searching.

79
Whole Nonprofit Catalog. Los Angeles, CA: The Grantsmanship Center.

This newsletter/catalog includes articles on nonprofit organizations as well as listings of publications on both nonprofit and corporate philanthropy. It is published three times each year and is available free to staff of nonprofit organizations or government agencies.

STATE DIRECTORIES

This section includes directories for funding sources specific to each state. Some directories are updated on a regular basis, and many others are not. For states not listed, we could not locate a funding directory.

ALABAMA

Alabama Foundation Directory. Birmingham, AL: Birmingham Public Library, 1996.

This directory profiles 436 Alabama foundations.

ALASKA

Economic Development Resource Guide. Juneau, AK: Department of Community and Regional Affairs, 1996. 96 p.

This directory lists federal, state, and non-profit agencies offering economic development assistance to Alaskan communities.

ARIZONA

Arizona Foundation Directory. 4th ed. Phoenix, AZ: Junior League of Phoenix, 1995.

This directory lists over 100 private and community foundations for the state.

The Rural Small Business Resource Directory: Arizona. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

ARKANSAS

The Guide to Arkansas Funding Sources. Jerry Cronin, ed. Hampton, AR: Independent Community Consultants.

This annually updated guide lists sources of private funding for the state. The guide includes some scholarship sources.

CALIFORNIA

Catalog of California State Funding Sources, 1993. Sacramento, CA: California State Library Foundation, 1993. 426 p.

This directory provides information and sources of funding for the state.

Guide to California Foundations. San Francisco, CA: Northern California Grant-makers, 1996.

This guide contains all California foundations that annually award grants totaling $40,000 or more. This edition includes two updates.

COLORADO

Colorado Foundation Directory. Denver, CO: Junior League of Denver, Inc.

This annual publication provides information on independent and community foundations in the state.

Colorado Grants Guide. Denver, CO: Community Resource Center.

This annual publication lists public and private sources for funding within the state.

CONNECTICUT

Foundation Directory of Connecticut. Hartford, CT: Coordinating Council for Foundations.

This directory provides contact information for foundations in Connecticut.

DELAWARE

Directory of Delaware Grantmakers. Wilmington, DE: Delaware Community Foundation, 1994. 128 p.

This biennial directory lists foundations providing support to the state of Delaware.

DISTRICT OF COLUMBIA

Guide to Greater Washington, D.C. Grantmakers. New York, NY: Foundation Center.

This irregularly published guide lists foundation funding available to metropolitan organizations.

FLORIDA

The Complete Guide to Florida Foundations. Miami, FL: John L. Adams (distributed by Florida Funding Publications).

This guide, updated irregularly, provides essential information on over 1,500 foundations giving in the state.

A Guide to Florida State Programs. Miami, FL: J.L. Adams (distributed by Florida Funding Publications).

This guide includes more than 180 state aid programs available to local governments and to nonprofits in Florida.

GEORGIA

Georgia Giving: The Directory of the State's Foundations. Raleigh, NC: Capital Consortium, 1995.

This directory profiles 836 foundations in the state of Georgia.

Sinclair, Ford and Company's Georgia Foundation Directory and Service. Atlanta, GA: Sinclair, Ford and Co., 1996.

This guide, updated quarterly, lists over 900 foundations that give in the state.

HAWAII

Directory of Charitable Trusts and Foundations for Hawaii's Non-profit

Organizations. Honolulu, HI: Helping Hands Hawaii, 1996.

This guide lists organizations that give to individuals and organizations.

IDAHO

Directory of Idaho Foundations. Elaine C. Leppert, ed. 7th ed. Caldwell, ID: Caldwell Public Library, 1995. 106 p.

This directory, created as a service to nonprofit organizations, includes 162 foundations and corporations that are either based in Idaho, or that have a history of giving in Idaho.

The Rural Small Business Resource Directory: Idaho. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

ILLINOIS

Corporate Funders Operating in Illinois. Columbia, MO: Grants Link, Inc., 1996.

Updated bi-annually, this publication lists more than 1,000 corporate giving programs in the state of Illinois. Complete information about each program is provided, as well as background information about the companies.

The Directory of Illinois Foundations. Chicago: Donors Forum of Chicago.

This guide provides information on nearly 1,900 sources of private funding for the state of Illinois.

INDIANA

Directory of Indiana Donors. Indianapolis, IN: Indiana Donors Alliance.

This guides lists over 800 sources of private funding including scholarships and trusts.

The Rural Small Business Resource Directory: Iowa. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

KANSAS

Directory of Kansas Foundations. Topeka, KS: Topeka Public Library.

This regularly updated guide includes a bibliography and describes more than 300 foundations that operate in Kansas.

KENTUCKY

The Kentucky Foundation Directory, 1992. Cincinnati, OH: MR and Co.

This guide lists foundations that give within the state.

MAINE

Directory of Maine Foundations. Portland, ME: Maine Grants Information Center.

This annually updated resources lists private and community foundations for the state.

MARYLAND

Association of Baltimore Area Grantmakers Member Directory. Baltimore, MD: The Association, 1993. 1 vol.

This directory contains contact information for members of the Association, types and ranges of grants available, and application instructions.

Index of Private Foundations, 1992. Maryland Attorney General's Office. Baltimore, MD: Attorney General's Office, 1992.

This guide lists over 500 foundations that filed tax forms with the Office.

MASSACHUSETTS

Massachusetts Grantmakers. Boston, MA: Associated Grantmakers of Massachusetts.

This irregularly updated guide lists over 400 foundations and private sources of funding for the state.

MICHIGAN

Michigan Foundation Directory. Lansing, MI: Council of Michigan Foundations ; distributed by the Michigan League for Human Services.

This annually updated directory includes information on more than 500 foundations and 75 corporate giving programs located in Michigan.

MINNESOTA

Guide to Minnesota Foundations and Corporate Giving Programs. Minneapolis, MN: Minnesota Council on Foundations.

This guide, published every two years, describes more than 720 private grantmaking organizations in Minnesota.

The Rural Small Business Resource Directory: Minnesota. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

MISSOURI

Corporate Funders Operating in Missouri. Columbia, MO: Grants Link, Inc.

Updated bi-annually, this reference publication provides contact and program information for more than 1,000

corporations and businesses that provide support for projects of nonprofit organizations.

Directory of Missouri Foundations. St. Louis, MO: Swift Associates.

This guide contains information on nearly 1,000 Missouri foundations.

Directory of Missouri Grantmakers. New York, NY: Foundation Center, 1995. 159 p.

This directory lists over 800 foundations, corporate giving programs and public charities.

MONTANA

Montana Foundations Directory. Compiled by Eastern Montana College Foundation. Billings, MT: Eastern Montana College Foundation, Grants Information Center.

This guide lists major foundations and sources of private funding for the states of Wyoming and Montana.

The Rural Small Business Resource Directory: Montana. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

NEW HAMPSHIRE

OUA/DATA's ... Guide to Corporate Giving in New Hampshire. Michael Burns, ed. New Haven, CT: OUA/DATA.

This biennial guide provides information on corporate giving in the state.

NEW JERSEY

New Jersey Foundations and Other Funding Sources. Trenton, NJ: New Jersey State Library, 1993.

This guide lists privates sources of funding for the state. The guide lists sources also by county.

The Mitchell Guide to Foundations, Corporations, and Their Managers. Belle Mead, NJ: Mitchell Guide, 1992.

This guide lists over 450 foundations that give in the state.

NEW MEXICO

The New Mexico Funding Directory. Denise A. Wallen, and Brian McConnell, eds. Albuquerque, NM: University of New Mexico, 1995.

This guide lists over 300 funding sources for the state. It includes private, community and corporate foundations, state grants and more.

The Rural Small Business Resource Directory: New Mexico. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

NEW YORK

The Mitchell Guide to Foundations, Corporations & Their Managers. Scarsdale, NY: R.L. Mitchell.

These irregularly updated guides are issued for: Central New York, Upper Hudson Valley, and Western New York. Each provides information on corporate funding sources for the area within the state.

New York City Foundations: A Profile of Local and National Giving. New York, NY: Foundation Center, 1993. 22 p.

This booklet profiles the subject areas and grant-giving preferences of more than 3,000 foundations that are based in New York City.

New York State Foundations : A Comprehensive Directory. 4th ed. New York, NY: Foundation Center, 1995. 1, 095 p.

This guide lists over 5,300 foundations with interest in New York.

NORTH CAROLINA

North Carolina Giving: A Directory of The State's Foundations. Anita Gunn Shirley. Raleigh, NC: Capital Consortium, 1996.

This directory offers information on 865 foundations based in North Carolina. Updates and additions are listed in *North Carolina Giving*, a quarterly newspaper published by Capital Consortium, Inc.

North Carolina Corporate Giving: A Directory of Philanthropic Programs. Raleigh, NC: Capital Consortium, 1995.

This directory lists 278 corporate giving programs for the state of North Carolina.

NORTH DAKOTA

The Rural Small Business Resource Directory: North Dakota. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

OHIO

Charitable Foundations Directory of Ohio. Columbus, OH: Attorney General's Office.

This annual directory lists over 2,000 foundations that filed with the Office.

OKLAHOMA

The Directory of Oklahoma Foundations. Oklahoma City, OK: Foundation Research Project, Oklahoma City Community Foundation.

This guide lists all charitable foundations that filed with the state attorney general's office.

OREGON

The Rural Small Business Resource Directory: Oregon. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with

questions regarding economic development within the state.

PENNSYLVANIA

Directory of Pennsylvania Foundations. Free Library of Philadelphia. Philadelphia, PA: The Library; distributed by Triadvocates Press.

This directory contains profiles on over 1,346 Pennsylvania foundations with assets over $125,000 or that make grants totaling $6,000 or more in a year. It includes a list of grants of $500 or more that are awarded to Pennsylvania organizations.

RHODE ISLAND

Grantsbook 1994. Providence, RI: Support Center of Rhode Island. 260 p.

This publication lists organizations with histories of charitable giving within Rhode Island.

Grants to Individuals. Rhode Island State Council on the Arts. Providence, RI: Rhode Island State Council on the Arts.

This is a guide to grants available for the fiscal year to individuals who are residents of Rhode Island.

Grants to Organizations. Rhode Island State Council on the Arts. Providence, RI: Rhode Island State Council on the Arts.

This is a guide to grants available for the fiscal year to Rhode Island organizations.

SOUTH CAROLINA

South Carolina Foundation Directory. Columbia, SC: South Carolina State Library.

This guide provides a listing of over 250 charitable organizations that filed tax information with the state.

SOUTH DAKOTA

The South Dakota Grant Directory. Pierre, SD: South Dakota State Library, 1995.

Updated every three years, this guide lists over 400 sources of charitable giving in the state, including state programs and scholarships.

TEXAS

Analysis of Texas Foundations. Mary W. Walters, ed. San Antonio, TX: Funding Information Center of Texas, 1995-6. 200 p.

This publication provides additional details

on the top 100 Texas foundations profiled in the *Directory of Texas Foundations.*

Directory of Texas Foundations. San Antonio, TX: Funding Information Center of Texas.

This annual directory references more than 2,000 community and private foundations in Texas.

Corporate Funders Operating in Texas. Columbia, MO: Grants Link, Inc. 1996.

This source features more than 1,000 corporations. The entries provide information about the corporate giving priorities, proposal guidelines, eligibility criteria, deadlines, and more.

UTAH

Philanthropic Foundations of Utah Directory. 4th ed. Roger H. Plothow and Lenora D. Plothow. Provo, UT: Henry Dean Pub., 1995.

This directory lists charitable giving organizations for the state based on filed IRS 99-PF forms.

The Rural Small Business Resource Directory: Utah. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

VERMONT

Vermont Directory of Foundations. Shaftsbury, VT: CPG Enterprises ; Nonprofit Vermont.

This annual directory lists foundations that give in the state of Vermont.

VIRGINIA

Virginia Giving: The Directory of the Commonwealth's Foundations. Raleigh, NC: Capital Consortium, Inc. 1994.

This directory profiles 846 foundation giving programs within the state of Virginia.

WASHINGTON

The Rural Small Business Resource Directory: Washington. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

Washington Foundation Directory : How to Get Your Slice of the Pie. Mardell Moore and Charna Klein. Seattle, WA: Consultant Services Northwest.

This directory lists over 600 charitable foundations taken from the IRS 990-PF forms filed with the state office of the attorney.

Charitable Trust Directory. Olympia, WA: Washington Office of the Attorney General.

This directory lists those organizations that filed IRS 990-PF forms with the state for the previous year.

WISCONSIN

Foundations in Wisconsin : A Directory. Milwaukee, WI: Marquette University Memorial Library.

Updated annually, this directory lists over 900 charitable giving organizations in the state.

WYOMING

The Rural Small Business Resource Directory: Wyoming. Englewood, CO: U.S. West Foundation, 1992.

This directory provides a thorough listing of county and community resources, as well as state and federal resources. The directory would be a good resource for anyone with questions regarding economic development within the state.

Wyoming Foundations Directory. Cheyenne, WY: Laramie County Community College.

This directory lists foundation sources for scholarships and loans as well as general funding.

GRANTSEEKING PROCESS

1
An Insider's Guide to Writing Proposals for Federal Dollars. Arlington, VA: Government Information Services, 1994. 45 p.

This guide is written specifically for grantseekers applying for federal funding. Topics include how to write effective grant proposals, as well as following up your funding requests.

2
Best of Both Worlds: Winning Government Funding for Commercial Product Development under the Small Business Innovation Research Program. Wellesley Hills, MA: SPHINX Technologies, 1994. 245 p.

This book presents a thorough overview of the SBIR and STTR programs. Topics include formulating a winning technical proposal, preparing a cost proposal, and managing your SBIR project. The appendices also include examples of application materials, as well as sources for state small business assistance.

3
Big Gifts: How to Maximize Gifts from Individuals, With or Without a Capital Campaign. M. Jane Williams. Rockville, MD: Taft Group, 1991. 330 p.

This is a step-by-step guide to identifying donors, soliciting contributions, and organizing a gifts program. It includes samples of reports, brochures, and charts.

4
Finding Funding: Grantwriting and Project Management From Start to Finish. Ernest W. Brewer. Thousand Oaks, CA: Corwin Press, 1995. 274 p.

This book introduces where to look for government grants and how to write proposals. It also describes the steps involved with implementing, conducting, and following a project through to completion.

5
Finding Funding: the Comprehensive Guide to Grant Writing. Daniel M. Barber. Long Beach, CA: Bond Street Publishers, 1994. 209 p.

This helpful guide is appropriate for the beginning grant writer or the experience fund seeker. Every aspect of the grant process is covered.

6
The Foundation Center's Guide to Proposal Writing. Jane C. Geever and Patricia McNeill. New York: Foundation Center, 1993. 191 p.

This book provides guidance on every step and aspect of proposal preparation and follow-up. The book is recommended for universities and nonprofit groups.

7
Foundation Fundamentals: A Guide for Grantseekers. Mitchell F. Nauffts, ed. 5th ed. New York, NY: Foundation Center, 1994. 220 p.

This book includes basic procedures of grant application and a complete overview of the grantmaking process and points the user to appropriate funding sources.

8
Foundation Giving: Yearbook of Facts and Figures on Private, Corporate and Community Foundations. Loren Renz and Steven Lawrence. New York: Foundation Center, 1994. 121 p.

This book provides information on the most recent trends in foundation grant making.

9
FRI Prospect Research Resource Directory. Alex Norsworthy, editor. 2d ed. Rockville, MD: The Fund Raising Institute, 1991. 491 p.

This directory lists resources such as directories, newsletters, consultants, publishers, and databases, to aid in identifying potential sources of funding.

10
From Idea to Funded Project: Grant Proposals That Work. Jane C. Belcher and Julia M. Jacobsen. Phoenix, AZ: Oryx Press, 1992. 144 p. NAL Call No.: LB2336.B43-1992.

This publication updates *A Process for the Development of Ideas*, and shows how to cultivate an idea to its total funding potential.

11
Getting Your Grant: A How-to-do-it Manual for Librarians. Peggy Barber, Linda D. Crowe. New York: Neal-Schuman, 1993. 172 p.

This book specifically discusses the special aspects of grant seeking for libraries.

12
Grant Application Writer's Handbook. Liane Reif-Lehrer. Boston: Jones and Bartlett Publishers, 1995. 472 p.

This extensive guide introduces several tips and tricks for every aspect of the fund raising process. There are sections about proposal writing, as well as following up your requests for funding.

13
Grant Writing for Teachers: If You Can Write a Lesson Plan, You Can Write a Grant. Carthage, IL: Good Apple, 1994. 140 p.

This guide, aimed towards teachers, reviews the entire grant process. Tips are provided for how to effective describe your school and its programs.

14
The Grantseeker's Answer Book: Grants Experts Respond to the Most Commonly Asked Questions. Alexandria, VA: Capitol Publications, 1995. 122 p.

This guide introduces the "tricks of the

trade" as presented by grant writing and fund raising professionals.

15
Grantsmanship/Planning Package. Los Angeles, CA: The Grantsmanship Center.

This package includes nine information products that cover proposal writing, types of corporate support, how to research foundations, and more.

16
Grantwriting, Fundraising, and Partnerships: Strategies that Work! Karen B. Ruskin. Thousand Oaks, CA: Corwin Press, 1995. 185 p.

This guide helps schools identify funders, describe the school setting with effective catchwords, market the grant proposal, and develop relationships with community businesses.

17
Hand in Hand: Funding Strategies for Human Service Agencies. William Mengerink. Rockville, MD: Fund Raising Institute, 1992. 115 p.

This is a guide to developing fundraising programs for health care agencies, cultural organizations, and social service agencies.

18
Handbook for Writing Proposals. Robert J. Hamper and L. Sue Baugh. Lincolnwood, IL: NTC Publishing Group, 1995. 209 p.

This handbook reviews steps involved in choosing the right project to bid on, conducting research, and producing documents to follow up the project. It also has samples from every stage of the process, including helpful graphics.

19
The "How To" Grants Manual: Successful Grantseeking Techniques for Obtaining Public and Private Grants. David. G. Bauer. 3d ed. Phoenix, AZ: Oryx Press, 1995. 248 p.

A blueprint for organizing a winning grantseeking strategy, this publication describes how to organize the grantseeking process, discusses proposal development, and describes how to research funding sources.

20
How to Write Proposals That Produce. Joel P. Bowman and Bernadine P. Branchaw. Phoenix, AZ: Oryx Press, 1992. 236 p. NAL Call No.: HF5718.5.B69 1992.

This step-by-step proposal writing guide is designed for individuals, businesses, industries, government agencies, and nonprofit organizations.

21
"How to Write a Mini-grant Proposal." Johanna Pomeroy. 1993. ERIC, ED 361114.

This paper discusses the process of developing mini-grants. It includes the basics.

22
Information for Seeking Foundation and

Corporate Grants. Jeri L. Fischer. Grand Haven, MI: Council of Michigan Foundations, 1992. 8 p.

This pamphlet briefly describes how to research and prepare grant proposals.

23

Improving Corporate Donations: New Strategies for Grantmakers and Grantseekers. Vic Murray. San Francisco, CA: Jossey-Bass Publishers, 1991. 182 p.

In addition to discussing issues of corporate grantmaking, this book also describes how to develop a grantseeking plan.

24

The Literature of the Nonprofit Sector: A Bibliography With Abstracts. Margaret Chandler Derrickson and Kevin Michael Kurdylo. 5 vols. New York, NY: Foundation Center, 1989-1994.

This comprehensive set of bibliographies lists references for foundations, corporate giving programs, government funding, proposal development, and more.

25

Practical Guide to Planned Giving 1993. Alden B. Tueller. 3d ed. Washington, DC: Taft Group, 1993. 824 p.

This guide includes basic information on marketing and running a planned giving program, describes planned giving options and explains the advantages and disadvantages of each, lists additional information sources, and discusses tax laws related to planned giving.

26

"The Process of Grantsmanship." A. M. Firth. *News-Views* (Chevy Chase, Md.), Vol. 44(4), October 1991, pp. 10-11. NAL Call No.: S533.F66N42.

This article highlights the grantsmanship process and offers proposal writing tips.

27

Program Planning & Writing. Lynn E. Miner and Jerry Griffith. Phoenix, AZ: Oryx Press, 1993. 153 p.

This book features a concise, straightforward, and topical approach to grant seeking. It identifies print and nonprint foundation, corporate, and federal funding resources. Charts, outlines, and proposal examples are included.

28

Proposal Planning and Writing. Lynn E. Miner and Jerry Griffith. Phoenix, AZ: Oryx Press, 1993. 160 p.

This guide to writing proposals is geared towards the beginner or writers who would like to review the basics. It includes tips on how to keep track of your funding search and monitor the status of each proposal.

29

Proposal Preparation. Rodney D. Stewart and Ann L. Stewart. 2d ed. New York, NY: Wiley, 1992. 353 p. NAL Call No.: HF5718.5.S85 1992.

Aimed towards researchers, industrial planners and manager, engineers, and entrepreneurs, this guide reviews the steps

for effective proposal preparation. It also includes information about the use of desktop publishing software to aid you in the preparation process.

30
Proposal Writer's Guide. Rev. ed. Michael E. Burns. New Haven, CT: Development and Technical Assistance Center, 1993. 57 leaves.

This updated handbook provides quick information on proposal writing.

31
Successful Grant Writing: Strategies for Health and Human Service Professionals. Laura N. Gitlin and Kevin J. Lyons. New York: Springer Publishing Co., 1996. 243 p.

This book starts by explaining the basics of grantsmanship, then moves through to the process of writing a proposal. Part one introduces grantsmanship; part two relates to developing your own ideas for funding; part three is about writing the sections of a proposal; part four covers organizing different types of project structures; and part five is about understanding the review process.

32
Successful Grant Writing Tips: The Manual. Beverly A. Browning. Burton, MI: Grant$line, Inc., 1991. 91 p.

This manual provides tips for writing successful grant proposals.

33
Winning Federal Grants: A Guide to the Government's Grantmaking Process. Leslie A. Ramsey. Alexandria, VA: 1994. 96 p.

This guide focuses specifically on the process of applying for federal funding.

34
Winning Grant Proposals: Eleven Successful Appeals by American Nonprofit to Corporations, Foundations, Individuals, and Government Agencies. Gordon Jay Frost, ed. Rockville, MD: Fund Raising Institute, 1993. 160 p.

This text examines over eleven successful grant proposals written since 1990 and discusses what made them successful.

35
Winning Grants Step by Step: Support Centers of America's Complete Workbook for Planning, Developing, and Writing Successful Proposals. Mim Carlson. San Francisco, CA: Jossey-Bass Publishers, 1995. 127 p.

Structured exercises guide the reader of this workbook through the entire proposal writing process. The exercises are for both government and private foundation proposals.

36
Writing for State and Federal Grants. Burton, MI: Grantsline, Inc., 1994.

This guide focuses on the unique aspects of applying for state and federal funding.

37
"Writing Winning Proposals." Dana D.

Lichty. *Fund Raising Management* 23 (8) Oct. 1992: pp. 34-35.

This article describes in detail how to write a successful grant proposal.

38
Yes, You Can Write a Winning Grant Proposal: A Beginner's Guide to Writing and Winning Government Foundation Grants. Angela L. Wilson. Chesterfield, VA: A. L. Wilson, 1994. 81 p.

This easy to read guide introduces every step of the grant seeking process.

FUNDRAISING

1
101 Ways to Raise Resources. Sue Vineyard and Steve McCurley. Washington, DC: The Points of Light Foundation.

For each idea, this guide offers suggestions for how to get the program organized and how to positively present your group.

2
Achieving Excellence in Fund Raising : A Comprehensive Guide to Principles, Strategies, and Methods. Henry A. Rosso. San Francisco, CA: Jossey-Bass Publishers, 1991. 319 p.

Details successful fund raising strategies and techniques. Includes bibliography.

3
The Art of Fund Raising. 3d ed. Irving R. Warner. Rockville, MD: Fund Raising Institute, 1992. 193 p.

This guide discusses techniques of fund raising.

4
Building Bridges: Fund Raising for Deans, Faculty, and Development Officers. Mary Kay Murphy, ed. Washington, DC: Council for the Advancement and Support of Education, 1992. 131 p.

Strategic planning, tips for successful fundraising, deciding who to approach for gifts, and the solicitation process are covered for fundraising that benefit education.

5
The Complete Book of Fund Raising Writing. Don Fey. Rosemont, NJ: Morris-Lee Publishing Group, 1995. 166 p.

This reference source covers techniques for writing inspiring proposals, case statements, direct mail, newsletters, speeches, and more. Helpful checklists and exercises are contained at the end of each chapter.

6
The Complete Book of Model Fund Raising Letters. Roland Kuniholm. Englewood Cliffs, NJ: Prentice Hall, 1995. 378 p.

This comprehensive resource guide presents tactful, effective ways to approach funding providers.

7
The Complete Guide to Corporate Fund Raising. Joseph Dermer and Stephen Wertheimer, eds. Rockville, MD: Taft Group, 1991. 112 p.

Fundraising counselors offer tips on how to secure grants from corporate sources.

8
Corporate and Foundation Fundraising Manual for Native Americans. Phyllis A. Meiners, editor. Kansas City, MO: CRC Publishing Co., 1994. 222 p.

This book reviews the steps in preparing for serious fundraising efforts. Issues covered include non-profit incorporation, tax exempt

status, and program budgeting. Sample forms are also included.

9
Creative Fund Raising. Mary Ann Burke and Carl Liljenstolpe. Washington, DC: The Points of Light Foundation.

This guide presents several innovative ideas for fundraising and how to organize the programs.

10
Directory of Fund Raising and Nonprofit Management Consultants. Janice McLean, editor. Rockville, MD: The Taft Group, 1992. 390 p.

Available services and contact information is provided for 1,500 training organizations and consultants for nonprofits.

11
Don't Just Applaud, Send Money: The Most Successful Strategies for Funding and Marketing the Arts. Alvin H. Reiss. New York: Theater Communications Group, 1995. 146 p.

One of the few fundraising publications focused on the arts, this book presents many effective grant writing and fundraising strategies.

12
Earning More Funds: Effective, Proven Fundraising Strategies for Every Non-Profit Group. Chip & Ralfie Blasius. Fort Wayne, IN: B.C. Creations, 1995. 180 p.

This handbook presents a clear overview of several tested fundraising strategies.

13
Educational Fund Raising: Practices and Principles. Michael J. Worth, ed. Phoenix, AZ: Oryx Press, 1993. 441 p.

This book contains 36 articles on all types of fundraising including corporate and foundation support.

14
Effective Fund Raising in Higher Education: Ten Success Stories. Margaret a. Durionio, Bruce a. Loessin. San Francisco: Jossey-Bass, 1991. 251 p.

This book provides ten case studies, or studies of successful venture to raise funding in universities and colleges.

15
Entrepreneur's Guide to Preparing a Winning Business Plan & Raising Venture Capital. W. Keith Schilit. Englewood Cliffs, NJ: Prentice Hall, 1990. 287 p.

This guide offers guidelines for preparing a business plan, and it explains the process of seeking and obtaining venture capital funding.

16
The Ernst & Young Guide to Raising Capital. Daniel R. Garner, Robert R. Owen, and Robert P. Conway. New York, NY: Wiley, 1991. 355 p. NAL Call No.: HG4061.G37 1991.

This guide to raising funds for small-to-midsized companies discusses

trends in financing and includes a chapter about venture capital.

17
Fundraising: Hands-on Tactics for Nonprofit Groups. L. Peter Edles. New York: McGraw-Hill, 1993. 288 p.

This book discusses fundraising techniques for nonprofit organizations.

18
Fundraising Ideas: Over 225 Money Making Events for Community Groups, with a Resource Directory. Janell Shride Amos. Jefferson, NC: McFarland & Company, 1995. 148 p.

Entries provide a brief description of the event, helpful planning tips and creative suggestions, notes about the type of workers and tools needed to ensure success, cross-references to related ideas, and resource recommendations.

19
Getting to Yes in Fundraising. Betty Stallings. Dowerns Grove, IL: Heritage Arts, 1991. 105 p.

This handbook covers how to tactfully approach potential funders.

20
Gifts-in-kind : The Fund Raiser's Guide to Acquiring, Managing, and Selling Charitable Contributions Other Than Cash and Securities. Donald T. Nelson and Paul H. Schneiter. Rockville, MD: Fund Raising Institute, 1991. 178 p.

Real estate, equipment, or planned giving can complicate an organization's existence. This book outlines the process of acquiring, managing and selling "gifts-in-kind."

21
"Government, Five and Dime Style." Charles Mathesian. *Governing* 6 (2) 1993, p. 32.

This article discusses various fund raising methods for public works projects.

22
Hand-in-hand : Funding Strategies for Human Service Agencies. William C. Mengerink. Rockville, MD: Fund Raising Institute, 1992. 115 p.

This guide is appropriate for small to medium-sized agencies and related organizations. The authors suggest techniques for developing a strong fund raising program.

23
Ideas for Finding Business and Real Estate Capital Today. 6th ed. Merrick, NY: International Wealth Success, 1993. 62 p.

Topics covered in this book include raising public money, borrowing methods, government loan sources, and venture capital.

24
Innovative Grassroots Financing: A Small Town Guide to Raising Funds and Cutting Costs. Produced by the National Association of Towns and Townships.

Washington, DC: National Association of Towns and Townships, 1990.

This hands-on training package (guidebook, ½-inch VHS video, and a user's guide) includes creative, replicable techniques for financing and cost-cutting that have been successfully implemented in small towns. Lists of publications and federal assistance programs as well as fundraising ideas are included.

25
Keep the Money Coming: A Step-by-Step Strategic Guide to Annual Fundraising. Christine Graham. Sarasota, FL: Pineapple Press, 1992.

This fundraising guide gives the fundamentals and new ideas for fundraising.

26
The National Directory of Philanthropy for Native Americans. Phyllis A. Meiners, editor. Kansas City, MO: CRC Publishing Co., 1994. 222 p.

This directory contains information about twenty-four foundations, twelve corporations and corporate foundations, and three religious institutions that provide funding to Native American programs.

27
New Venture Handbook. Ron Merrill. New York, NY: AMACOM, 1995.

From the author of several books about generating venture funding, this book presents several suggestions for locating companies willing to invest in innovative ideas. It also leads you through presenting a powerful business plan.

28
Power Funding: Gaining Access to Power, Influence, and Money in Your Community. Rockville, MD: The Fund Raising Institute, 1992. 188 p.

This book suggests ideas for meeting the people in power within your community and getting them involved with your organization.

29
Principles of Professional Fundraising. Joseph R. Mixer. San Francisco: Jossey-Bass, 1993. 277 p.

The text is part of the Jossey-Bass nonprofit sector series. It provides guidance on professional fund raising for nonprofits.

30
Raise More Money for Your Nonprofit Organization: A Guide to Evaluating and Improving Your Fundraising. Anne L. New. New York, NY: Foundation Center, 1991. 51 p.

This guide is divided into three parts: Basics, Fundraising methods, and Fundraising Resources.

31
Raising Money from Grants and Other Sources Success Kit. Tyler G. Hicks. 6th ed. Merrick, NY: International Wealth Success, Inc., 1993.

A Guide to Funding Resources

This kit is a collection of seven books that focus on how to raise funds.

32
Strategic Planning for Fund Raising : How to Bring in More Money Using Strategic Resource Allocation. Wesley E. Lindahl. San Francisco: Jossey-Bass Publishers, 1992. 132 p.

Strategic planning is essential to any successful venture. This text guides *Venture Capital Millions Kit*. Tyler Hicks. Merrick, NY: International Wealth Success, Inc. This kit is a collection of materials on raising venture capital.

33
Raise More Money for Your Nonprofit Organization. Ann L. New and Wilson C. Levis. New York, NY: The Foundation Center, 1991. 51 p.

This book describes the steps that need to be taken before starting a fundraising campaign, and it includes a bibliography of financing and research directories.

34
Ways to Grow: A Study of Community Foundations Serving Populations Under 250,000. Eugene Struckhoff. Washington, DC: Council on Foundations, 1991. 156 p.

This publication describes how small community foundations can find and secure endowments and income.

35
Where the Money Is: A Fundraiser's Guide to the Rich. Helen Bergan. 2d ed. Alexandria, VA: BioGuide Press, 1992. 257 p.

This book discusses prospect and donor research. It describes how to research public and private companies, how to locate wealthy individuals, and how to solicit funding from them.

36
"Developing Supplemental Funding: Initiatives for Rural and Small Schools." Robert Carlson. ERIC, ED 357910.

This guide lists strategies for fund raising for rural and small schools of most any size.

NEWSLETTERS

1
Aid for Education Report. Silver Spring, MD: CD Publications, 1993.

This biweekly newsletter provides information, including application deadlines and eligibility, on private and public funding sources for all levels of education, programs, and services related to aging. Indexed by subject, location, and type of organization supported.

2
Charity Rating Guide and Watchdog Report. St. Louis, MO: American Institute of Philanthropy.

This quarterly newsletter reviews charities and foundations based on factors such as percentage of total expenses spent on charitable programs. It also monitors regulations affecting charities and news about fraudulent programs.

3
Children and Youth Funding Report. Silver Spring, MD: CD Publications.

This biweekly newsletter covers grants (foundation, private, and federal) available for child and youth programs. News coverage that affects organizations that work with adolescents also is included.

4
The Chronicle of Philanthropy. Washington, DC: The Chronicle. NAL Call No.: HV85.C48.

This bimonthly series contains news articles, a listing of new grants, summaries of foundation annual reports, book reviews, software reviews, an event datebook, and other philanthropic information.

5
Community Health Funding Report. Silver Spring, MD: CD Publications.

This bimonthly series provides information on private and public funding programs that focus on health topics such as AIDS, health education, maternal and child health, community/migrant health, and substance abuse.

6
Corporate Giving Watch. Washington, DC: Taft Corp.

This monthly newsletter provides up-to-date information on corporate funding. It covers trends in corporate philanthropy, new grants, funding program changes, statistics, information sources, and other topics. The Corporate Giving Profiles feature in each issue profiles top corporate funders in the United States.

7
Corporate Philanthropy Report. Alexandria, VA: Capitol Publications.

This monthly newsletter provides spotlights on philanthropy by industry or issue.

8
Education Grants Alert. Alexandria, VA: Capitol Publications.

This weekly publications gives quick access to education funding available.

9
Federal Assistance Monitor. Silver Spring, MD: CD Publications.

This biweekly newsletter contains reviews on federal funding information, private grants, and legislative actions that affect community programs such as education and health.

10
Federal Grants & Contracts Weekly. Arlington, VA: Capitol Publications.

This weekly publication highlights notices from the *Federal Register* and the *Commerce Business Daily*. It contains information on federal grants and contracts related to research, training, and services.

11
Federal Register. Washington, DC: Office of the Federal Register, National Archives and Records Administration, General Services Administration; distributed by the Government Printing Office.

Published Monday through Friday, the *Federal Register* includes information on federal assistance such as grants and contracts. This publication is available in electronic format through Dialog (Files no. 136 and no. 669).

12
Foundation & Corporate Grants Alert. Alexandria, VA: Capitol Publications.

This monthly newsletter gives notice of private funding programs.

13
Foundation Giving Watch. Washington, DC: Taft Corp.

This monthly newsletter covers foundation funding, including foundation giving trends, grant programs, and new foundations. New grant-related resources and publications, as well as information on private foundation grantmaking trends, also are covered.

14
Foundation Grants Index Quarterly. New York, NY: Foundation Center.

This quarterly publication, formerly titled *The Foundation Grants Index Bimonthly*, complements the *Foundation Grants Index*. Each issue covers more than 5,000 recent grants of $5,000 or more. It includes updated information on grant makers and on recent publications such as annual reports and newsletters produced by corporate giving programs, foundations, and grant-maker associations.

15
Foundation News & Commentary. Washington, DC: Council on Foundations, Inc.

This bimonthly newsletter profiles private foundation funding programs and discusses trends in giving.

16
The Funding Connection. Columbia, MO: Grants Link, Inc.

This quarterly newsletter profiles grant makers, offers proposal writing tips, and includes a calendar of workshops and seminars. The newsletter *Right On The Money* is mailed along with *The Funding Connection.*

17
Giving Forum. Minneapolis, MN: Minnesota Council on Foundations.

This quarterly newspaper features articles on funding programs, profiles people in philanthropy, lists grants made by both foundations and corporate giving programs, and includes a calendar of philanthropic events and educational opportunities.

18
The Grantsmanship Center Magazine. Los Angeles, CA: The Grantsmanship Center.

Published about three times a year, this newspaper contains articles about grantsmanship and fundraising techniques. It also contains information about grantsmanship seminars and reference literature to aid in funding searches.

19
Health Grants and Contracts Weekly. Alexandria, VA: Capitol Publications, Inc.

This weekly serial contains information on grants available in the health fields for both public and private institutions.

20
Humanities. Published by the National Endowment for the Humanities (NEH). Available from Superintendent of Documents, P.O. Box 371954, Pittsburgh, PA 15250-7954.

This bimonthly series describes NEH projects and programs in the humanities. It lists recent grants, application deadlines, and other useful information for grant seekers.

21
NIH Guide to Grants and Contracts. U.S. Department of Health and Human Services, National Institutes of Health. Washington, DC: Government Printing Office. Available from NIH Guide Distribution Center.

This weekly publication contains announcements of extramural research activities funded by NIH and the Substance Abuse and Mental Health Services Administration (SAMHSA).

22
Philanthropy Trends That Count. Alexandria, VA: Capitol Publications.

This bimonthly publication monitors trends in giving and shifts in the interests of various philanthropies. Issues often offer tips on successful fundraising methods.

23
Responsive Philanthropy. Beth Baker and

Robert Bothwell, eds. Washington, DC: National Committee for Responsive Philanthropy.

This quarterly publication includes information on trends in philanthropic giving to women, minorities, disabled persons, and to other disenfranchised groups.

24
Right On The Money. Columbia, MO: Grants Link, Inc.

This quarterly newsletter, accompanied by the newsletter *The Funding Connection*, lists upcoming grant deadline dates, including contact information for those programs. There is also a section that features programs using a continuous review process.

ADDITIONAL RESOURCES

DIALOG Information Retrieval Service
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Mountain View, CA 94040
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(415) 254-8800
FAX: (415) 254-8123
http://www.dialog.com

The DIALOG Information Retrieval Service provides online access, *for a fee*, to more than 380 databases with subject coverage of a wide range of disciplines. The databases include statistical data, bibliographic citations, abstracts, and full-text products. The databases which include information on funding programs include the FOUNDATION GRANTS INDEX, The GRANTS database, and the FOUNDATION DIRECTORY. The DIALOG system is available 24 hours every day except on Sundays between 5 a.m. and 1 p.m. EST. Several databases also are available on Compact Disk (CDROM) on a subscription basis.

The Taft Group
835 Penobscot Building
645 Griswold St.
Detroit, MI 48226-4094
(800) 877-TAFT
http://www.taftgroup.com/taft.html

The Taft Group publishes reference works on the philanthropic activities of wealthy individuals, corporations, and foundations. The firm maintains a database of detailed information on these subjects and publishes more than 20 directories and newsletters for nonprofit organizations, professional fundraisers, and researchers. Many Taft Group publications are available on diskette or magnetic tape. Customized versions of these electronic formats also are available for some publications. Electronic databases are available for internal data processing and retrieval and non-publishing purposes only.

The GRANTS Database
The Oryx Press
4041 North Central, Ste. 700
Phoenix, AZ 85012-3397
(602) 265-2651
(800) 279-6799
http://www.oryxpress.com

The GRANTS Database is available from DIALOG on compact disk on a subscription basis and online for a fee. The Oryx Press produces and maintains this database that profiles grant and funding programs for major disciplines and subject areas offered by foundation, private, local, federal, and international sources. Each entry includes the program name, sponsor, program description, requirements, grant amount, application deadline, renewal information, contact address and telephone number. The Database corresponds to the following print publications: *Directory of Grants in the Humanities*, *Directory of Research Grants*, and the *Directory of Biomedical and Health Care Grants*.

The Grantsmanship Center
1125 W. Sixth St., Fifth Fl.
P.O. Box 17220
Los Angeles, CA 90017
(213) 482-9860
FAX: (213) 482-9863
http://www.tgci.com

The Grantsmanship Center offers courses in grantsmanship, fundraising, program management, and grant proposal writing. The Center also publishes the *Whole Nonprofit Catalog* which includes articles on nonprofit organizations as well as listings of recent publications on both nonprofit and corporate philanthropy. The Catalog is available free to staff of nonprofit and government agencies.

The Foundation Center
79 Fifth Ave.
Dept. TE
New York, NY 10003
(800) 424-9836
(212) 620-4230
FAX: (212) 807-3677
http://fdncenter.org

The Foundation Center provides up-to-date information on foundation and corporate giving through its library services program. Its national collections are located in Washington, DC and New York, NY. At both locations, grantseekers have free access to core Center publications plus a wide range of books, periodicals, and research documents relating to foundations and philanthropy. The Center also provides computer access to the latest foundation grant information through the FOUNDATION DIRECTORY (File 26) and the FOUNDATION GRANTS INDEX (File 27), its databases on Dialog.

The Foundation Center provides search services of actual foundation grants in these four categories:

COMSEARCH: Broad Topics. Lists grants of $5,000 or more awarded in 23 broad subject areas during the past year.

COMSEARCH: Subjects. Lists grants categorized into 26 highly-targeted subject fields within the categories of education, health, welfare and special interests.

COMSEARCH: Geographic. Provides breakdown of grants in New York City, Washington, DC, 11 states, and seven broad regions.

COMSEARCH: Special Topics. Offers listings for 1) the 1,000 largest foundations by assets; 2) the 1,000 largest foundations by total giving; and 3) operating foundations.

Economic Development Administration
14th St. & Constitution Ave., NW
Rm. 7804
Washington, DC 20230-0001
(202) 482-5081

The Economic Development Administration provides information on funding resources available to state, county, and local programs. This service is not available to individuals. Regional offices:

Atlanta Region
401 West Peachtree St., NW
Rm. 1820
Atlanta, GA 30308-3510
(404) 730-3002

Austin Region
903 San Jacinto Blvd.
Ste. 121
Austin, TX 78701-2450
(512) 916-5595

Chicago Region
111 North Canal St.
Ste. 855
Chicago, IL 60606-7204
(312) 353-7706

Denver Region
1244 N Speer Boulevard
Rm. 670
Denver, CO 80204-3584
(303) 844-4714

Philadelphia Region
Curtis Center
Independence Square, W.
Ste. 140 - South
Philadelphia, PA 19106
(215) 597-4603

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915 2nd Ave., Rm. 1856
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Federal Assistance Programs Retrieval System
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General Services Administration
Federal Domestic Assistance Catalog Staff
300 7th St., SW
Ground Fl., Reporters Bldg.
Washington, DC 20407
(202) 708-5126
http://www.gsa.gov/fdac

The Federal Assistance Programs Retrieval System (FAPRS) is an online, menu-driven system which offers complete text searching of the *Catalog of Federal Domestic Assistance*. The Catalog contains information about all federal domestic programs including federal grants, loans, insurance, and training programs. Indexed by subject, function, and agency, information is available on eligibility, application procedures, selection criteria, and deadlines.

FAPRS can be accessed through a personal computer with a Hayes-compatible modem and communications software. FAPRS is provided on a cost-reimbursable basis, and registration for online searching is required. Online searches of FAPRS also are performed for a fee by public access points. A packet of information which lists these public access points and describes the System is available from the Federal Domestic Assistance Catalog Staff.

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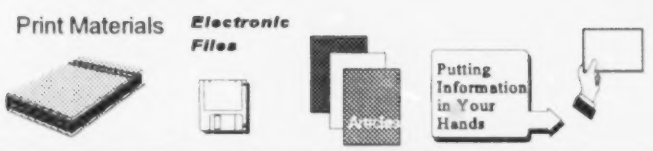

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